UFO
CINE MEDIA NETWORK

TRANSCRIPT OF THE 22ND ANNUAL GENERAL MEETING OF UFO MOVIEZ INDIA LIMITED HELD ON AUGUST 19, 2026

Directors Present through video conferencing:

Mr. Kanwar Bir Singh Anand	Chairman & Independent Director
Mr. Anand Trivedi	Non-Executive Director
Mr. Gautam Trivedi	Non-Executive Director
Mr. Rajesh Mishra	Executive Director and Group CEO
Mr. Rajiv Batra	Independent Director & Chairman of Audit and Risk Management Committee and Nomination & Remuneration Committee
Mr. Sanjay Gaikwad	Managing Director and Chairman of Corporate Social Responsibility Committee
Ms. Swati Mohan	Independent Director and Chairperson of Stakeholders Relationship Committee

No. of Members Present through video conferencing:

Public	:	82
Promoter and Promoter Group:	:	04

In Attendance through video conferencing:

Mr. Ashish Malushte	Chief Financial Officer
Ms. Kavita Thadeshwar	Company Secretary & Compliance Officer
Mr. Kaushal Mehta	Engagement Partner, M/s. B S R & Co. LLP, Chartered Accountants - Statutory Auditors
Mr. Abhishek Gupta	Associate Director - Makarand M. Joshi & Co., Company Secretaries, Secretarial Auditors
Mr. Vicky Kundaliya	Proprietor - V. M. Kundaliya & Associates, Company Secretaries, Scrutinizer for remote e-voting & e-voting during the AGM

Moderator for video conferencing:

Sagar S. Gudhate	Representative of National Securities Depository Limited **('NSDL')**

Chairman:

Good Afternoon, Ladies & Gentlemen.

I, Kanwar Bir Singh Anand, Chairman of the Board welcome members of the Company to the 22nd Annual General Meeting (**AGM**) being held through video conference. I thank you all for joining this meeting. I hope that all of you and your families are safe and in good health. The AGM is being held through virtual means, in accordance with the circulars issued by the Ministry of Corporate Affairs and the Securities Exchange Board of India from time to time.

Participation of members through video conference is being reckoned for the purpose of quorum as per the circulars issued by MCA and Section 103 of the Companies Act, 2013.

The Company has received letters of representations under section 113 of the Companies Act, 2013 in respect of 1,68,91,454 i.e. 43.50% equity shares.

58 members have joined the meeting by now. The quorum being present, I call this meeting to order.

I now introduce the Directors and Officers on the panel.

Mr. Sanjay Gaikwad - Managing Director and Chairman of Corporate Social Responsibility Committee
(Mr. Gaikwad did Namaste)

Mr. Rajesh Mishra - Executive Director & Group CEO
(Mr. Mishra did Namaste)

Mr. Anand Trivedi - Non-Executive Director
(Mr. Trivedi did Namaste)

Mr. Rajiv Batra - Independent Director & Chairman of Audit and Risk Management Committee and Nomination & Remuneration Committee
(Mr. Batra did Namaste)

Ms. Swati Mohan - Independent Director, Chairperson of Stakeholders Relationship Committee
(Ms. Mohan did Namaste)

Mr. Ashish Malushte - Chief Financial Officer
(Mr. Malushte did Namaste)

Ms. Kavita Thadeshwar – Company Secretary
(Ms. Thadeshwar did Namaste)

Mr. Ameya Hete and Mr. Gautam Trivedi, Non – Executive Directors of the Company are not able to attend the AGM due to pre-occupation.

Representatives of B S R & Co. LLP, Statutory Auditors, Makarand M. Joshi & Co. Secretarial Auditors and V. M. Kundaliya & Associates, Scrutinizer have also joined this meeting.

Ladies and Gentlemen,

It is my pleasure to welcome you to the 22nd Annual General Meeting of UFO Moviez India Limited.

FY26 was a year of improving momentum for the theatrical industry and for UFO Moviez, supported by a stronger and more diverse content pipeline across Hindi and regional cinema. The year once again reinforced the enduring appeal of cinema as a shared entertainment experience and a powerful platform for advertisers.

While the first half of the year witnessed mixed box office performance across certain releases, theatrical momentum improved significantly in the later part of the year. The exceptional success of "Dhurandhar: The Revenge" played a key role in boosting cinema footfalls and advertiser sentiment across markets. While Hindi Cinema showed a strong upward trend, regional cinema was subdued but still contributed meaningfully towards overall industry growth.

From an advertising perspective, we further strengthened our leadership position during the year through our strategic alliance with Miraj Cinemas. With this addition, our advertising network expanded to over 4,000 screens, taking the number of multiplex screens under the UFO network to more than 2000 plus thereby strengthening our reach across markets.

Technology and innovation also remained important focus areas for the Company. During the year, we continued to invest in premium cinema technologies and strategic initiatives aimed at enhancing the theatrical experience and strengthening our long-term growth opportunities.

Financially, FY26 witnessed improvement across key business segments, supported by growth in theatrical revenues, advertising revenues and product sales, along with continued focus on operational efficiencies and disciplined execution.

Looking ahead, we remain optimistic about the long-term outlook for the theatrical and advertising industry, supported by a healthy content pipeline, growing acceptance of regional cinema and increasing demand for premium cinema experiences.

With that, I thank you for your continued trust and support as we move forward into another year of growth and opportunity.

I now request Kavita Thadeshwar, Company Secretary, to provide general instructions to the members regarding participation in this meeting.

Kavita Thadeshwar:

Thank you Sir. Good afternoon everyone.

The facility of joining this AGM by Video Conferencing is provided by the Company to all the members. Since, this AGM is being held through Video Conferencing, and the physical attendance of Members has been dispensed with, the facility for appointing proxy by the Members is not made available.

The Register of Directors and Key Managerial Personnel, the Register of Contracts or Arrangements, certificates as required under the SEBI Share Based Employee Benefits and Sweat Equity Regulations, 2021, and other documents mentioned in the AGM Notice have been made available electronically for inspection during this AGM.

I would like to take you through certain points regarding participation in this AGM.

Members may note that this AGM is being recorded. We request you to not disclose any sensitive personal information or personal identifiable information belonging to you or any other person that has no bearing on this meeting.

I will now touch upon the instructions for speakers. The members were requested to register themselves as speaker at this AGM. List of Speaker Shareholders who have expressed their desire to speak is available with us.

We will be calling out the Speaker Shareholder's name one by one and on their turn, the Speaker Shareholders will be unmuted by the host. Speaker shareholders are requested to unmute themselves from their side as well and click the video button appearing on their screen before they start speaking. In case members face any difficulty, they may reach out on the helpline numbers. I request the speaker shareholders to limit their speech to 2 minutes.

With respect to E-Voting, the Company had provided the facility to cast the votes electronically, on all resolutions set forth in the Notice. Members who have not yet cast their votes electronically during remote e-voting and who are participating in this meeting will have an opportunity to cast their votes during the meeting through the e-voting system provided by NSDL.

The Members may refer the notice of AGM for detailed instruction on e-voting facility.

The Company has appointed Mr. Vicky Kundaliya, Practicing Company Secretary as Scrutinizer to scrutinize the E-voting process. The Scrutinizer will submit his report within two working days from the conclusion of this Annual General Meeting.

The voting results along with the Scrutinizer's report shall be communicated to BSE Limited and NSE Limited, NSDL and made available on the Company's website. Thank you!

Over to you Chairman Sir

Chairman:

As the notice of this AGM was sent to all the members as part of the Annual Report, I take the Notice convening the meeting as read.

We are pleased to inform that the Auditor's Report for the Financial Year ended March 31, 2026 and the Secretarial Audit Report is free from any qualification, adverse remark and/or observations and is thus not required to be read.

I now read out the brief description of the resolutions forming part of the Notice of this AGM:

Ordinary Business:

- To consider and adopt the Audited Standalone and Consolidated Financial Statements of the Company for the financial year ended March 31, 2026 and the Reports of the Board of Directors and Auditors thereon
- To appoint Mr. Gautam Trivedi, who retires by rotation and being eligible, offers himself for reappointment as a Director
- To appoint Mr. Anand Trivedi, who retires by rotation and being eligible, offers himself for reappointment as a Director

Special Business:

- To re - appoint Mr. Sanjay Gaikwad as Managing Director of the Company for a further period of three years w.e.f. October 17, 2026, not liable to retire by rotation.

I now open the floor for the question and answer session.

Over to you Kavita.

Kavita Thadeshwar:

We'll now call out the name of speakers one by one.

The first one to go of this Mr. Sarvajit Singh.

Moderator:

He is not present. Also, we move to the next, Mr. Gagan Kumar is also not present in the meeting. And even Manjit Singh is also not present in the meeting.

Shall we move out to speaker, shareholder number four?

Kavita Thadeshwar:

Yeah. Ms. Lekha Shah

Lekha Shah:

Hello. Am I audible ma'am.

Kavita Thadeshwar:

Yes, yes

Lekha Shah:

Thank you, Kavita ma'am.

Respected Chairman Sir, Board of directors and my fellow members good afternoon and regards to everyone. Myself Lekha Shah and I'm joining this meeting from Mumbai.

At the outset, I would like to sincerely thank our company secretary, Kavita ma'am for sending the AGM report well in advance. I found the AGM report and I'm delighted to say it's so beautiful, full of colors, informative, comprehensive and enriched with valuable information. Once again, thank you so much.

My favorite Company Secretary, Kavita ma'am. Thank you, Chairman sir, for insightful and well-present addresses. I congratulate you Chairman Sir, the board of directors and all the employees for the effective dedication during the year.

I appreciate the company performance and wish the management continued success and growth. Best wishes for the all the festival happening right now. May God bless and enable the company to perform better in the coming days.

Again, I thank our Company Secretary, Kavita ma'am for the best performance and always outstanding support for all my doubts. Hence, I have no question today. Chairman Sir, I hope the company will continue video conference meeting in future.

So, I would like to say, I strongly and whole heartedly, extend my support all the resolution placed before the meeting today. Thank you, Chairman Sir.

Kavita Thadeshwar:

Thank you Ma’am

So, we move to the next speaker Mr. Kapil Chopra.

Moderator:

Ma'am, he is not present in the meeting.

Kavita Thadeshwar:

So, I was calling out who is present.

Moderator:

Ma'am, speaker share number eight Kapil Chopra is present.
Five, six and seven are not present in the meeting.

Kavita Thadeshwar:

Mr. Kapil Chopra, you can unmute your mic and go ahead and ask your question.

Kapil Chopra:

Ma'am, this is really strange. You just take the means I am there since beginning and this gentleman is saying I'm not present. And you take the this shareholder Lekha Shah later, who just want to appreciate why don't the company secretary department do the homework to take the shareholders who are interested only in the balance sheet points or the P&L points or the annual report points. If you want appreciation, order the recording from them and play it for the board of directors who are absolutely free in this today's challenging environment.

Now coming back to the, you are this thing, you know, it's very, I don't know what's happening or what's going wrong in the company. The promoter is selling the shares in the March quarter. The promoter holding was 22% in the June quarter, it has come down to 16.46%. So, what is the specific reason for that? Can you throw some light on that? Our borrowings are again close to 100 crores. Despite reasonably good quarterly numbers, anything specific that we are not repaying the debt. And the most important thing is that why the market is not respecting you as a company. Is there any fraud going on in the company. In the last five years our compounded sales growth is 40%. The compounded profit growth is 17%. But the stock price CAGR is minus 6%. In the last three years, the stock price is down by minus 16% every year on CAGR basis. Whereas the profit growth was around 51%. Why the market is not responding? Are the independent directors looking into that something? Are they really independent and working? What's happening on the ground? Is there any leakages happening in the company? Or what is against the reputation of the company in the market? Our market cap is much below the industry average. We are just quoting at 250 crore market cap with the stock PE of just 10 in today's market scenario, whereas other movie companies, and others in the same industry are quoting at the price of 30. So what are the specific reasons for that? And I have written to the company secretary to send me top 500 shareholder list and independent directors KMP notice, which we have not received. Please send us that on the priority and arrange a call with the CFO separately if possible.

And I've just gone through your quarter one concall. You are saying there are, you may maintain good theoretical moment led by the Malayalam film “Drishyam 3” along with the strong performance of Marathi film “Raja Shivaji”. But the story is not converting into the numbers, ma'am. And even if the numbers are coming, the market is not giving the respect. In Q2, FY27, you've said that there's an encouraging note with the release of films such as “Alpha”, “Dhamaal 4” and “Jana Nayagan”, and I don't watch the Indian movies, so I don't know really that. The outlook for the remainder of the quarter remains positive, supported by an exciting slate of upcoming releases, including “Batwara 1947”, “Toxic”, “Haiwan”, “Awarapan 2” and others. Means how these things will improve the numbers and reduce the debt in the coming years, you just respond to that. And you know, we were the part of Dhurandhar, fortunately and unfortunately. And how the growth has come in that thing.

The second question is regarding the update on the trade receivable side. How much are the trade receivable? They remain quite high on as of March 31st also. So as on date, how much cash you are generating on a monthly basis, the real cash I'm talking about, not the, means, including the trade receivable thing. If we can throw some light on that, that would be great. And what are the means management efforts to improve our own branding as a UFO, as a company, as a corporate citizen, as a this thing? Because that is not going in the right direction. And what is the percentage of tactical versus annual in advertisement? Means how much of our advertisements spend and earnings can you throw some light on that?

Just that for my point of view. And if you can arrange, there was few P&L questions, which I don't know what to discuss, about trade receivable things. And the promoter equity which has gone down, if we can throw some light on that and arrange a separate call. And next time, please do the homework with the quality of the shareholders you take in the AGM please. That is my request. People who are holding five, ten, twenty shares just come for the small gifts and appreciation. You call the recording from them. Please don't waste the time of the genuine people. Many thanks.

Kavita Thadeshwar:

Thank you Sir. Sr. no. 5 Mr. Narendra Chauhan

Moderator:

Ma’am he is not present

Kavita Thadeshwar:

Mr. Satish Shah

Moderator:

Ma'am, Mr. Satish Shah is not present in the meeting, but Mr. Narendra Chauhan just joined the meeting.

Kavita Thadeshwar:

Okay, we can allow him to speak. Mr. Narendra Chauhan

Narendra Chauhan:

Hello. AA rahi hain meri aavaj

Kavita Thadeshwar:

Yes Sir, you are audible.
Please go ahead and ask your questions.

Narendra Chauhan:

Namaskar Chairman Sir, Board of Directors and Fellow Shareholders

(Content in Hindi) Sabse pehle main Company Secretary aur unki team ka dhanyavad karna chahunga jinhone muje AGM main bolne ka moka diya. Maine single request main Annual Report ki copy mangi thi, unhone provide karva di.

Annual Report ke baare main hamari koi bhi query nahi hain. Main sabhi resolutions ka samarthan karta hoon. Aur Sir hamari kisi bhi tarah ki koi query hoti hain toh Company Secretary Saheb turant uska reply hame de dete hain. Main sabhi resolutions ka samarthan karta hoon. Hame apki leadership par bharosa hai. Jis lagan inamdari se aap company ke liye din raat mehnat kar rahe hain, shareholders ko usse acha benefit milta hain.

Bas main ane vale tyoharo ke liye aap ko dhnayad karna chahunga. Thank you so much. Thank you so much. Muje bolne ka moka diya.

Kavita Thadeshwar:

Thank you, sir.

Moving your way to the next speaker, Jehangir Batiwala

Moderator:

He is not present

Kavita Thadeshwar:

Okay, Mr. Mahesh Makhija

Mahesh Makhija:

Hello, Good afternoon, Chairman and respected board members and fellow shareholders. Madam, I've listened to the earlier shareholder also. My only comment is, I'm the minority shareholder since IPO. I think the IPO was allotted / credited to my account was on 12th May, 2015. It is 11 years. 11 years I'm holding the shares since IPO in three folios. At issue, the shares were issued at 625 rupees, meaning a premium of 615 rupees plus 10 rupees for the share. Now, there is a 90% erosion in my wealth since last 11 years, No dividend, nothing. I do not know what has happened to the company when you came out with an IPO at 625. It may have listed at a premium that time, but then it is going down, down, down. Now, it is 90% of my wealth has been eroded. So, I would like to understand what steps are you going to take so that the people who believed in your story and they invested in the IPO, at least they regain the principal amount, forget the cost of holding from last 11 years of my 45,000. I think 15,000 was one lot, so three lots were allotted. So, what steps are the company going to take so that at least I recover my investment, which was made 11 years back in May 2015 and it is 11 years. And I listened to the earlier shareholder Kapil Chopra. I think he has read a lot of about balance sheet and he may be holding a big, he may be an HNI investor and he has highlighted correctly whatever he observed.

My only concern, what steps are you going to take? Since now as I understand, I am a layman that OTT has come into play. People, Covid times, Cinema didn't work 2, 3 years, 20 and 21, 22, theatres were shut, then slowly started opening. Now, a lot of multiplexes are coming up. Screens have been added by all the multiplex players. So, the business is growing. Definitely, the number of multiplexes are increasing. Few hits have come in Hindi film. How much? Meaning, I don't understand what the role of UFO Moviez is there. When a movie is like, as you said, Dhurandhar, Shivaji and one more, I don't know what some hit, which have been hit. Massive hit, you can say, in the recent past. So, what money we get? Are we projecting in the theatre. I stay in Mumbai. So, in Mumbai, theatre, when I go to Jiodrive to see the movie, the projection is done by UFO Moviez or it is not done at the theatre level. I don't understand your revenue stream. one revenue stream, I could understand, was the advertising revenue. Advertising, which is played before the movies. But there are so many other events happening. Concerts are happening.

Recently, some of my friend went to Belgium to some concert was the DJ music. We should also start doing some event management where we can make money, bring some artists to India, play out that thing. So, that money is there. There are people going from India abroad to go for the concert. I don't know what was there. I think “Tomorrowland” it was called in Belgium. So many people from India went there. So, we can also plan something like that in India so that we also get some overseas visitors coming and we also get some package deal from them, organize some concerts so that something big artist where we people also come to India.

I would like to know what steps you are going to take so that I recover my 90% of the money. And I wish the company all the best and hope to see some good times in one or two years. That's all madam. Thank you very much for giving me a opportunity to speak.

Kavita Thadeshwar:

Thank you. Mr. Krishan Lal Chadha

Moderator:

Ma'am, he is not present in the meeting.

Kavita Thadeshwar:

Okay. Ms. Prakashini Shenoy

Prakashini Shenoy:

Yeah, am I audible? I am Prakashini Shenoy, I am from Bangalore. Good Afternoon to all of you. I received the AGM report well in time. Its colourful, informative, transparent and contains all the information. (Content not audible).

Thank you very much. I thank Madam Kavita for the same. Thank you, Mr. Chairman.

Hello Hello Am I audible

Kavita Thadeshwar:

We can hear you, but there is no disturbance on your side.

Prakashini Shenoy:

So you want me to repeat the questions?

Kavita Thadeshwar:
If you can, yes, please.

Prakashini Shenoy:

My questions are as under:

My first question is, what is the future plan of the company?
My second question is, how is the company aligning with Digital India Initiative?
My third question is, what benefits are expected to the Company due to change in recent GST rates introduced by the government?
Kindly highlight the future roadmap for growth and business expansion considering the current global economic situation?
My last question is are we using AI application?
I wish the Company goodluck for a bright future and pray God that the profit of the Company will reach its peak in due course. I wholeheartedly support all the resolutions put forth in today's meeting. Thankyou Sir.

Chairman:

Thankyou.

Kavita Thadeshwar:

Thankyou. Mr. Vinay Bhide

Vinay Bhide:

Hello, Am I audible?

Kavita Thadeshwar:

Yes Sir

Vinay Bhide:

Chairman Mr. KBS Anand, Mr. Sanjay Gaikwad, Other Directors present on call today and Company Executives.

Hello, shareholders as already announced my name is Vinay Bhide and I'm a shareholder speaking from Mumbai. At the outset, let me congratulate the entire team at UFO Moviez for having established a turnaround in the Company. And we have returned to, you know, profitability of 16 crores in the concluded financial year. So also, you know, for the consolidated working also, we have shown, you know, net profit of 23 crores. I have, you know, seen, you know, the details of, you know, all our business in the annual report. I've gone through all the details. They're all, you know, available there, you know, for us to understand. At this point of time, I can only, you know, support all the resolutions. I have no further questions to ask.

And I thank you for giving me time to speak. And I must mention that our company secretary, you know, Kavita is always available to, you know, to help and support us in any, any, you know, issue that we may have, including, you know, participate in the AGM. So, thank you so much. And you look forward to much better time and years ahead. Thank you so much. Thank you.

Kavita Thadeshwar:

Mr. Bimal Agarwal

Moderator:

Ma'am, he is not present in the meeting

Kavita Thadeshwar:

Okay

Mr. Jaydip Bakshi

Jaydip Bakshi:

Yes, very good afternoon. Chairman and board of directors. Myself Jaydip Bakshi, connecting from the city of Kolkata. First of all, I convey my thanks to our company secretary, Kavita Madam, for giving the opportunity and maintaining good investor relations with the shareholders.

As many questions have been raised, just want to know how much technology are we implementing for the upgradation of our efficiency. And expected growth with this new releases in the film sector or any area. So, how do expect our growth in the coming years and what is our debt reduction policy.

And that's all from my side and continue with the VC so that we can get connected in the near future. Thank you, Sir. Thank you, Ma'am, for the opportunity. Thank you. Thank you.

Kavita Thadeshwar:

Mr. Chetan Chadha

Chetan Chadha:

Hello, can you hear me, madam?

Kavita Thadeshwar:

Yes Sir

Chetan Chadha:

Thank you Madam to given me a chance to speak with you. First of all I am thankful to you to given me a hard copy of annual report which I had requested. (Hindi content) Pehle toh sabhi shareholders bol chuke hai ki unhone shares 625 ka share IPO price mai liya hai. Aur aaj share price almost Rs. 64 mein trade ho raha hai. Dekha jaye toh unka amount 90% tak depreciate ho chuka hai. Aur share ne Rs. 54 ka around low lagaya hai. Last AGM main price Rs. 92 tha. Iski khushi toh sare shareholders main hai hi hai. Jahan tak dividend ki baat hai, who bhi company ne nahi diya hai koi bhi shareholder ko. Toh jyada hisab nahi rakhna padta shareholder ko ki share IEPF main jaane ki koi dikat hi nahi lagti ke share kabhi IEPF main jaane ki kabhi koshish Karega. Jahaan tak kin turnover ki baat hai Es. 48,200 lacs ki turnover rahi. Last saal ke mukable 6,000 lac jyada rahi. Uske bavjud bhi. Jahan tak ki hamari other income hai voh bhi double growth main dikhai deti hai, 125% ki usme growth hai. Lekin Management sirf apne baare main sochti hai, iske baare main apka kya manna hai ki shareholder ko kitna samay, kyoki Shri Ramchandra ji ko vanvas tha voh bhi 14 saal main khatam ho gaya tha. Lekin shareholders ka vanvas dekha jaye toh 14 saal hone main do tin saal reh gaye hai. Toh kya do tin saal main management soch rahi hain ki unka jo portfolio main paisa lagaya gaya hai who pura hone ki umid ho jayegi ya hame unse jyada samay us vanvas me bitana hoga. Hum mehnat bohot kar rahe hai. Mehnat main koi kami nahi hai. Mehnat toh hamare yahan sabhi majdur bhi karte hai, lekin voh us mukam par nahi pahoch pate jis mukam par pahochne ki umid hoti hai. Sabhi log mehnat kar rahe hai lekin result nahi aa raha. Ek dekhne vali cheej hai ki yeh jo challenging hai voh hum kabhi COVID scenario par dal dete hai, kabhi GST pe daal dete hai. Ek scenario aa gaya tha ke GST ke baad note bandi aa gayi. Toh har time aur bhi company hamare mukable ki jinone excuses ko na leke markets main results jo hain who alag tarike ke dikhaye hai. Lekin hum everytime kisi na kisi cheez ko leke excuses leke khade ho jate hain ki is saal yeh ho gaya Geo Political ho gaya, World wide war ho gayi. Jahan tak moviez main dekhe, kai badhiya badhiya movies ayi hain jinone achi achi returns di hai. Kya hum koi aisi movie ke upar workout nahi kar pa rahe jisse hum bhi ek ache mukam par khade ho paye. Yeh dekhne ki jarurat hain ki hum kahan investment kar rahe hain ya humne kis tarike ka groundup chuna hain, iski bahot thodi jarurat hai. Iske upar hume bahot dhyan karna padega. Kyoki shareholders ki expectation toh app samjiye ki dur dur tak puri nahi hoti. Yadi shareholders ne paisa us time par IPO main na laga ke FD main bhi lagaya hota toh shayad 8 saal aur 7 mahine main post office ne double kardiya hota. Aur 7 saal 7 mahine main bank ne double kar diya hota. Lekin double toh dur ki cheez thi, share ka price aisi jagah par ageya hain ki hope hi khatam hoti dikhai de rahi hain. Ke jis tarike se fall on laga hua hain share main year by year. Aur share main 625 se every year dhire dhire niche aa raha hain. Next year yeh 62 se 64 sustain kar payega ke nahi, 42 ya 32 ko dekhne ki umeed kare, is baare main management main kya sochti hai. Actually share price hamare haat main nahi hain, lekin aap logo ki working aap ke hath main hain jo market ko impact karti hain voh hum samjte hain. Lekin growth result nahi dikha pa raha hain ki market main bhi uska boom nazar aye kidhar bhi. Yeh dekhne ki baat hain shareholder ke view point se. Kyuke dividend list main bhi hum dur dur tak nahi hai. Profitability humari kafi negativity par khadi hui thi. FY21 main toh kher bahut hi badi ho gayi thi, lekin dhire dhire hum usko 2500 lac ki profitability main bhi lekar aye. Lekin us profitability ke ane ke baad bhi Shareholder ko koi reward nahi mil paya hain. Toh shareholder kab tak wait karega is baare main hume jarur bataye. Aur Sir ek choti si baat hain Kapil Chopraji jo pehle bol chuke hain ke woh bade shareholder hain. Aur mere hisab se Shareholder main bada chota kuch nahi. Kyunki humare Directors aise hain jiske paas ek small equity bhi nahi hain bhi woh hamare sath join hain. Toh small investor ke liye aisi baat nahi kehni chahiye unko. Ki small investor ko moka nahi dena chahiye ya koi bade stakeholder ko hi moka milna chahiye. Yeh thought process alag tarike ka hain jo nahi apna na chaiye company ko. Isme bahut clarity rakhni chahiye ki saare shareholder chahe woh 1 wala ho, 100 wala ho ya 1000 wala ho, uske pass eligibility hain evote karne ki. Agar uske pass bada stake hain toh woh apni eligibility ke hisab se evoting kar sakta hain. Agar hum management ke CEO ke saath apna mukabla karne lagenge, toh lajib baat nahi hogi. Kyunki jahan voh apni recruitment ke liye voting nahi kar pate vahan par unhe humari voting ki jarurat padegi. Aur jahan pe koi alag agenda hoga jahan pe voh voting kar sakte hain vah hamari voting small nazar ayegi. Toh unhe aisa nahi sochna chaiye. Koi aisa doosre shareholder ke baare main aisa sochta bhi hain. Yeh baat sochne layak hain. Aur apko bhi aisi baat usi samay clarify karni chahiye, normal shareholder ke stake ke baare main dhyan me rakhte hue. Ki yeh baat is portal main nahi honi chahiye dubara. Kyunki voh personal point of view se baat kar sakte hain, toh iske liye voh mail likhe apko iske baare main. Aise portal par aisi aisi baate karenge toh small investor hurt hota hain. Kyunki unke liye untna hi nuksan ho raha hain jitna personal nuksan ho raha hain. Thank you Sir. Thank you so much to given me a chance to speak.

Kavita Thadeshwar:

Thank you Sir. Mr. Santosh Chopra

Santosh Chopra:

(Hindi content) Chairman, Board Ke saman sadasygan, Company Secretary aur mere sathi Shareholders, Namaskar! Mein Santosh Chopra Gaziabad se bolra hu. Mein UFO Moviez India Limited ka listed shareholder hoon. Mein management ko badhayi dena chahta hu ki financial 2025-26 mein Company ka consolidated PAT 160% se badhkar 2,491 Lakhs hua hai, yeh bohot badi uplabdhi hai iske liye mein unko badhayi deta hoon. Mein Company Secretary ji ka bhi dhanyawaad karta hoon ki unhone iss avsar par mujhe bolneke liye link bheja hai aur CFO saab ko badhayi deta hoon ki unhone jo annual report bheja usmein mujhe koi [unclear audio] nazar nahi aayi aur wo SEBI guidelines ko meet karti hai.

Kyuki previous speakers ne bohot kuch boldiya hai par 1 2 mudde mere hai. Covid ke baad Cinema industries wapis patri par aari hai UFO ka screen network aur advertising business aage kaise grow karega iske baaremein kuch bataiye. Digital cinema mein nayi technology aur cost optimisation ke liye company kya kar ri hai? Share hamara dabaav mein hai toh shareholder value badhan ke liye Buyback aur dividend pe Company ka kya look h?

Mein Umeed karta hoon ki UFO moviez aane waale saalo mein Bharat ke sath sath global market mein bhi apni leadership banaye rakhega.

Kavita Thadeshwar:

Thank you Sir. Mr. Pramod Jain

Pramod Jain:

Namaskar! Mein Pramod Jain Delhi se. Chairman Sir, Board of Directors aur Secretarial Department ko bohot dhanyawad karta yeh jo hai mujhe bolne ka mauka diya. Mere pe IPO ke allotment ke share 2 khato mein pade hai, bohot mehenge liye hue hai aur aajka rate hai aap dekh hi rahe hai aur merese purvak bhi kaafi keh gaye hai .Hum toh yehi chate hai hume recovery ho kuch na kuch hume prapti ho, kaafi nuksaan humein hua hai.[unclear audio] aap dekhiye. Dhanyawad!

Kavita Thadeshwar:

Thank you Sir. Mr. Yusuf Rangwala

Yusuf Rangwala:

Good Afternoon! Sir pele toh apna up and down hota hai dhande mein upar niche hota hai. Sir apan at present konsa movie banare hai sir. Agar aapka koi movie at present chalra hai agar theatre mein lagega toh aap humein ticket dena aur aap humein bulana sir. Sir phoolo ki Khushbu kaliyon ki bahar. Chairman Sir aapke haste rahe muskurate rahe chehre aur madam aapki bhi service boho achi hai. You are very hardworking Company Secretary. Humko aisi Secretary se milke bohot yeh hogye madam. At the time of the festival madam aap humein bhulna mat. Today there are 5 meetings going on but I left all that meetings madam. Thankyou very much. Wishing you good luck. Haste raho muskurate raho aur hume kabhi bhi bhulna mat madam. Dua mein yaad rakhna. Thankyou very much.

Kavita Thadeshwar:

So with this we conclude the list of Speaker Shareholders. Over to you Chairman Sir.

Chairman:

I thank all the Speaker Shareholders for participating and posing questions. I now request the Executive Director & Group CEO and Chief Financial Officer to respond to the speakers.

Rajesh Mishra:

Thankyou everyone. (Hindi content) Kaafi logo ne hindi mein sawal kiye hai toh mein hindi mein jawab dene ki koshish karuga. Shuruwat karna chahuga ki kahi logo ne hamare Company Secretary ke kaam ko appreciate kiya hai uske liye mein aur meri Company Secretary aur uski team aapka dhanyawad karte hai. Hamari koshish yehi rehti ki aapko proper information, documents jo bhi requirements hai woh time to time correct tarike se milti rahe iske andar. Kapil Chopra sahab ke kaafi detailed questions the, hum yehi ashwasan dilana chahte h ki kahi pe bhi humko koi leakage nhi hai. It is very tightly managed Company audited by a Big 4 toh kahi pe aapko leakage ki shanka nahi honi chahiye. Yeh baat zaroor hai ki aapne dekha hai ki share price down hai aajki taarik mein and kahi dino se yeh down chalra hai, mudda wai se hai ki hum Covid ke time se ab dhere Dheere bahar aare hai ismein se and jaisa aapne dekha hoga ki humne apna profitability lagatar badhate rahe hai revenues bhi badhte rahe h iske andar. Abhi iss stage pe humlog yeh aage jaake hum yeh umeed rakhte hai ki business aur improve hoga and hum apne shareholder ko kahina kahi iske andar se reward karne ki koshish karege.

Mera kehna bas itna hi chahuga ki jitne bhi dividend ka issue hai mein yaad dilau ki humne 2020 tak kaafi ache hadd tak dividend baatein the and before the Covid also humne karib 50 crore tak ka dividend uss time pe bhi baata tha.Toh aisa nahi hai ki shuru se Dividend nahi gaya hai. Humne kaafi regularly dividend diya hai.

Covid ke baad ji bilkul thodasa humne tight kiya hai hath ko q ki kahi na kahi humko business ko firse built up karna tha grownd upwards. Yeh excuse nahi hai yeh ground ki sach baat hai ki 2020 ke baad humne dividend nahi diya hai. But jaisa meine kaha business ab improve hora hai aur aage humko aata hua time jo dikhta hai usmein hum zaroor iske andar koshish karege.

Hamara main growth area my dear shareholders aata hai advertising se and i.e. kaafi hadd tak film ke upar jooda hua ki jis tarah ki film aajati hai uss tarike se advertising ka revenue badhta iske andar.

Film ke chalne na chalne mein utar chadav hote rehte hai. Kahi baar aisa hota hai ki badi film aati hai wo nahi chal paati hai aur choti film aati hai aur chal jaati hai uske andar, toh wo ek issue hamare samne hamesha se rehta hai kyuki advertising booking hota hai pre sales ke upar, toh jyada se jyada hum koshishein kar re hai ki artificial intelligence ke zariye bhi audience ke film watching pattern ko nazar mein rakhte hue hamari koshish rehti ki hum usko pre sales kar sake. Aur jaise ki kahi log ne kaha h technology aur AI ka aap use kar re hai ki nahi kar re hai. Toh mein yeh batana chahuga ki humnne kaafi hadd tak humne AI ka use karna shuru kiya hai apne advertising pattern ko predict karne ke liye jisse ki hum uska fayda utha sake advertising ke zariye.

Future mein hamare plans yehi hai hum apna advertising revenue jitna growth ho sake badhaye aur agar aapne dekha hoga toh pichle kuch saalo mein humne hamara revenue badhane ke sath sath cost bhi apne control kaafi hadd take kiye hai. Jaha tak technology ka sawal hai Cinema technology ke andar ab hum premium large screen formats hum dekhre hai iski growth hori hai industry iske andar. Toh humne bhi isko launch kiya hua hai, humein kaafi hadd tak Umeed hai ki ismein humko achi success milegi aur jo aajkal jo films banne lagi hai wo bhi premium format ke upar jyada depend karri hai kyuki OTT pe toh choti regular type ki films aajati hai. Ab badi scale ki films banne shuru hogyi hai jo audience ko Cinema mein lekar aayegi. Toh usko nazar mein rakhte hue humne premium large screen formats ki bhi humne kaafi hadd tak isko push karege hum market ke andar.

Advertising growth hamara ek single focus rahega coupled with technology growth jaise meine bataya premium large screen format mein bhi rahega iska. Mera yeh jo main points hai ismein se kahi points financial wale hai that I will request karuga mere CFO ko will he take up those points.

Baaki points mera aapko Dhanyawad hai, kahi log hamare sath saalo se jude rahe hai iske liye bohot bohot shukriya. Humpe bharosa rakhiye hum business ko zaroor turnaround karen ge aur aage ke aane waale din zaroor ache rahege.

Ashish Malushte:

Thank you, sir.

Thank you, dear shareholders, sir.

What I have done is listed some of the financial-related or even business-related questions, which require certain information to be shared, which I will do now.

Before I start, I wanted to thank Mr. Chetan Chadha. Chetan Chadha ji, the point that you made, we fully and fully believe in that for your company, every shareholder is extremely, extremely important. We don't differentiate between any shareholder depending upon his shareholding ever. Just that it happens is the way the shareholder sends the request for registering their names. We simply follow the same sequence, and therefore, probably, there was some confusion at the end of Kapil Chopra ji, and therefore, he probably thought that some other shareholders are being taken up on priority, but that is not the case. For us, all shareholders remain equally, equally important, and every question of theirs is extremely, extremely critical for us.

So, thank you, Chadha ji, for bringing this point up, and we completely echo your view.

There are very, very important questions which Kapil Chopra ji had raised and asked us to provide certain information.
So, some of the important ones I will deal with it now. And before that, Chopra ji, let me, let me assure you that all your P&L questions, because this was one of your point that you wanted to discuss with the company and with the CFO and the finance team, and we are there. We can fix up the time, and you can share your question. When we will address all of your questions to your satisfaction.
Additionally, some of the points that you had brought up, let me try and address you. If anything remains out of this discussion, we can definitely take it up when we meet.

So, your first point will be extremely critical, and it may give a wrong impression to the shareholder at large.
Is that the promoters' stake in the company has gone down, and that looks to be a very, very difficult kind of a situation.

But in reality, that's not the case in your company, sir. What actually has happened on the number front, yes, from 22%, it has gone down to 16.4%. So, on data front, your point is absolutely valid. But let me explain you what exactly has caused this reduction. This is simply shareholders, all the shareholders have approved in the month of April, if I'm correct, resolution under which one of the initial-level investors, Apollo International, was de-promoterized, and it was under the regular approval process of all the shareholders. And after that shareholder has been de-promoterized, he moves into the retail category, and therefore, what you see is the promoter stakeholding has gone down.

The founding promoter, Mr. Sanjay Gaikwad, and his group continues to hold the shares and continues to have the same belief in the company that we had when we started the company, when we took it to IPO, and most importantly, when we pivot it out of the most difficult phase for entertainment industry, which was COVID.

So, I think this would probably address some concern that you had about the reduction in promoter stake.

Second point that you had highlighted was, seemingly, the debt levels have gone up. That was your observation. Somewhere, I heard you mentioning a figure of 100 crore. Let me further give you an assurance that the company, post after getting out of the COVID-related issues, is really doing good. You can see the profitability, and that is also reflected in the debt levels. When I say debt levels, I mean net debt levels. Net debt is my gross debt minus the cash that we have.
Your company is into net cash level, which means the cash that you have accumulated as compared to debt is higher, so the cash levels are higher than the debt levels.

So, in FY25 March, your net cash level was 49 crores when your gross debt was 77 crores. There has been a significant improvement, and it is moved to the net cash level is moved up by 10 crores, and it is at 59 crores as on 31st March 26, and the gross level has remained at the level of 78 crores. I thought that I will keep this factual information to you, which could be helpful.

The third point that you had highlighted, and which is very valid point, is about the trade receivable levels. And the trade receivable levels, let me share the actual information with you. At the gross level, the consolidated debtors, India and the International. When I say international, your company has a predominant business in Middle East, based out of headquarters of Dubai, and I just want to quickly give you a heads up that this region went through a very, very difficult times from February end, after the war was there. The reason I'm telling you, the consolidated debt level of your company appeared to have moved up from 140 crores to 188 crores. There is an increase of 48 crores at a gross level. At a net level, it moved up from 115 crores in March 25 to 162 crores, so again, a 45 crores increase.

Somebody may have a really feeling that this appears to be a very high increase, but let me give you two specific reasons:
One, of this 45 crores increase, 32 crores increase was on account of the international operations, and that was purely and purely on account of the war-like situation which was going on there. The situation since then has improved and continues to improve on the international front.

On the domestic front, there was a very interesting move from 96 crores of net debtors we moved to 115 crores in India. But that increase was only and only on account of a phenomenal success of Dhurandhar and the significant advertisement revenue that your company on during this Dhurandhar film, and that was in the last 10 days of the financial year or 12 days of the financial year. And obviously, the entire 27 odd crores of the booking that was done in last 10 days remained outstanding as on 31st March. So, let me assure you that this level, which appeared to be a 262 crores up from 115 crores in FY 25 to 160 crores in FY 26, has since then come down, and if you have noted our Q1 earnings call, it has come down to 148 crores, which is within the regional range, and it will continue to further improve as the international business stabilizes.

You also had a question about what is the cash generated by the company on a monthly basis. So, let me give you a quick number. On last year, the cash generated, net of working capital changes, against 80 crores EBIDTA, net of working capital changes and tax payouts, TDS payouts, was 62.5 crores.

So, it's on an average 5 crore plus was a cash earning that your company generated in last financial year. There was also a reference, I'm not sure, sir, whether in your questions or other questions, which Rajesh has tried to address.
But let me give you the number. While we have continued in a difficult phase during COVID and now out of it, before COVID, before 2020, a total of 255 crores, 255 crores worth of dividend was distributed amongst the shareholders, and that time the number of equity shares were about 2.8 crores, so which translates to about 80 rupees of dividend that your company has returned to the shareholders. When the profitability was significantly high and company didn't have a more appropriate use of the capital in an alternative business, that amount was returned back to the shareholders. So, I thought that this is one important piece of information that should be shared with the shareholders in terms of what your company used to do when it was a profitable company.

You see our last four years' performance. Slowly, we have come back to profitability, and hopefully, we will be able to have a similar level of profitability that we used to generate at the pre-covid levels.

I think these were your questions Sir, about some of the key financial aspects, and I will repeat that all other the P&L-related questions that you have, we will be, we'll be very happy to have a call with you.

My company secretary will connect with you, and it's at the time, and we'll address it.

I think with that, we have covered most of the finance-related questions, and Rajesh has addressed the business questions.

So, I thank all of you for continuing your support to the company.

Thank you very much Sir’s.

Kavita Thadeshwar:

Thanks. So, over to you Chairman Sir.

Kanwar Bir Singh Anand:

I consider all the queries of members are addressed and we have taken note of your valuable comments and suggestions. Hopefully these any pending ones will be explained by the CFO in further interaction.

Now I request the equity shareholders who have not casted their vote on the resolutions to exercise their vote through the E-voting facility available on the NSDL platform, which will continue to be available for the next 15 minutes.

There being no other item to discuss, I hereby declare this meeting as concluded.

I would like to thank all the members present, directors, auditors and other attendees for joining this meeting.

We at UFO Moviez wish that all of you stay safe.

Thank you all for your unconditional support through our journey.

Kavita Thadeshwar:

Thank you.

Rajesh Mishra:

Thank you.

Ashish Malushte:

Thanks Sir.

Moderator:

Thank you so much all. We will now end the live streaming. Have a great year ahead.